

EXP

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...ENHANCING EXPORT TRADE EDUCATION

VOLUME 2 ISSUE 4

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EXPORT NEWS



Exporters Express worry over Disbursement Delay of N500bn FG's stimulation Fund

The Cocoa Exporters Association of Nigeria has called on the Central Bank of Nigeria (CBN) and Nexim Bank to urgently do something about the disbursement of the N500 billion Federal

Government loan for non-oil export.

The National President of the Association, Pius Ayodele, called on the authorities to start disbursing the fund in the best interest of the nation's economy. According to him, the exporters have over the years contributed greatly to the nation's economy by generating foreign exchange proceeds into the country.

Furthermore, the National Secretary of the Association, Kayode Babade, the disbursement is imperative considering the recent crash of crude oil price and the dwindling foreign exchange flow in the country.

"Borrowing at 27 per cent for export trade is retarding the growth of export business in Nigeria and it is on the desire to promote non-oil export that the CBN announced on Feb. 2, 2016 that, it had released N500 billion export stimulation fund to Nexim for onward lending to qualified exporters, He added.

(Excerpt from www.businessdayonline.com)

FG to Boost Cocoa Exports, others with N377m



The Federal Government is proposing to spend a total of N377.4m to boost the export of some agricultural produce to other countries.

The amount, which is part of the budgetary provision to the Nigeria Export Promotion Council for the 2017 fiscal period, according to sources in

the commission, however, may not be able to support the diversification of the economy.

An analysis of the proposed spending by our correspondent revealed that the sum of N217.76m was budgeted for the activation and administration of the Export Development Fund for Micro, Small and Medium-scale Enterprises.

Similarly, the government is also planning to enhance the technological skill of smallholder producers of agricultural produce and creating small-scale produce preservation as a business with a total sum of N61.87m, while the sum of N28.98m is allocated for market development, research and survey in some African countries.

The government has also estimated to spend N8.18m on the Rice Export Development Project; N5.25m on the Cocoa Export Development Project; N14.15m for the development of apiculture (honey) for export; and N14.1m for the development of smoked fish for export.

(Excerpt from www.punchng.com)



3T To Hold 2nd Edition of Free Export Seminar For Small Scale Manufacturers

3T Impex Trade Academy presents second edition of her Free Export Seminar for Small Scale Manufacturers of Food Non-Food Items at their trade center, 11D, Bola Shadipe street, off Adelabu street in Surulere, Lagos.

According to the CEO/Lead Consultant at 3T Impex trade academy, Bamidele Ayemibo, the seminar exposes participants on various ways of "packaging, promotion and preparation of food and non-food products for export markets".

One of the benefits and features of this seminar is an access to global market, cheap funding from investors, increased profitability and customer base as well as Export market opportunities and potentials in overseas market.

Interested participants must be interested in exportation or ready to produce for exporters; have at least a product(s), and come along with samples of the products as well as have local customers and cottage facility.

The free seminar is holding on Friday, 3rd of February, 2017 by 9:30am prompt. Kindly call 08091244449 or send an email to tradeacademy@3timplex.com to get the details.

(Excerpts from www.tradeinfong.com)



3T Partners with A UAE Company To Secure Charcoal Contract for Exporters

In our aggressive drive to grow the non-oil export volume from Nigeria, 3T Impex Consulting Limited has recorded another milestone via the recently signed MOU with a UAE based company Epoch General Trading FZE to buy Hardwood Charcoal from Nigeria. This has created a huge market opportunities for the Exports of Charcoal across Nigeria.

The minimum contract volume is 10 containers (190MT) and it is valid for 6months.

For more details on the unit price, quality specifications and other detail. The broker charges the sum of N20, 000 per container. Kindly send an email to tradeacademy@3timplex.com to get the details.

(Excerpts from www.tradeinfong.com)

OTHER HEADLINES

UNCTAD Advocates Improved Market Access to Boost Exports - www.guardianng.com

CBN, Sokoto Govt. spends N1.12bn on Wheat Farming - www.businessdayonline.com

FG To Review Export Trade Policy to Improve Confidence In Economy - www.leadershipnewspapers.com

EXPORT BOOK

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OF EXPORT BUSINESS
FINANCINGA Systematically Simplified Book
for Bankers, Exporters & Investors in Export Business

N10,000



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EXPORT PROGRAMMES

3T IMPEX TRADE ACADEMY

.....Promoting International Trade Education.



**PACKAGING, PROMOTION & PREPARATION
OF FOOD & NON-FOOD PRODUCTS
FOR EXPORT MARKETS**



Eligibility

Interested participants must:
-Have at least a product(s)
-Come with samples products
-Have local customers
-Have a cottage facility
-Not necessarily have NAFDAC yet
-Be interested in exportation or
-Ready to produce for exporters



BENEFITS

Cheap funding from Investors
Increased customer base
Access to global market
Increased Profitability
Increased opportunities for expansion

SEMINAR VENUE:

3T Implex Trade Centre
No 11D Bola Shadipe Street,
Off Adelabu Street, Surulere, Lagos
for more details, kindly call 08091244449 or
send an email to tradeacademy@3timpex.com

DATE:
Friday, 03/02/17
TIME:
9.30am Prompt

STARTING AND MANAGING EXPORT BUSINESS IN NIGERIA IN CONJUNCTION WITH NIGERIA EXPORT PROMOTION COUNCIL

DATE: Friday, 7th and 8th February, 2017

TIME: 9:00am

FEE: N55,000

VENUE: Nigeria Export Promotion Council

ADDRESS: No 13, Ladipo Oluwole Street,
Off Marine Road, Apapa, Lagos.

3T IMPEX TRADE ACADEMY

...Promoting International Trade Education.



Mr. Bamidele Ayemibo
CEO, 3T IMPEX CONSULTING

EVERY THURSDAY BY
5:00PM
ON INSPIRATION 92.3FM



**IMPORT-EXPORT
HELPLINE**

with BAMIDELE AYEMIBO



ENHANCING EXPORT TRADE EDUCATION

EXPORT EDUCATION

Handling the Critical 5Ps of Export Business Success-Part-2(The Pricing)

By Bamidele Ayemibo

.....CONTD FROM LAST ISSUE

The next question is, why do we need to pay the bank and government? All the documents required for pre-export documentations processed through bank. The bank is a private and profit oriented organisation and therefore will charge for its service. These include the NXP processing fee and commission on the export proceeds for documents handling. On the other hand, a number of costs are charged by government through all its agencies probably to generate revenue for the various government agencies. However, it will be important to say that fees being charged by government agencies are very minimal. It may also interest you to note that no export duty is paid on items exported out of Nigeria and not VAT is charged on the export proceeds received from abroad.

The second to the last question involves cost reduction and it reads thus, which of the cost elements can be avoided? The avoidance of the cost elements is dependent on the nature of the item being exported, the procurement strategy and the Incoterms agreed with the buyer. For example, if you are exporting solid minerals and finished products, goods can be transported straight to the shipping line terminal and the quality inspection can be done there. This helps the exporter to avoid the cost of warehousing and transport to the port. Other cost element reduction comes with building relationships, experience in the business and the volume of shipment being done.

The last question that also needs to be answered by the exporter as he tries to determine the pricing of the shipment is, how does Incoterms contribute to the cost elements? Incoterms is international commercial terms which determines where the risks and costs of an exporter end and where that of the importer begins in an exporter transaction. There are 11 of them in the most recent revision tagged Incoterms 2010. If the Incoterms is Free on Board FOB for example, that means the cost of the exporter ends while the goods are on board the vessel at the port of loading. The exporter incurs minimal cost here unlike Cost and Freight (CFR) where the exporter incurs the freight charge (transport cost from the port of loading to the port of discharge) which is an additional cost to destination. An exporter needs to read more about these trade terms of his export transaction in order to know his costs and risks before signing the contract.

On a final note, pricing of an export transaction determines the viability; an exporter should therefore research into getting more detailed answer to these questions in order to make his export Business a success.

For questions on this thought, you can reach me via email to bayemibo@3timpex.com

BENEFITS

- * FREE Book (Export Business Made Easy) for all Participants
- * FREE Export Advisory Services
- * Guaranteed Export Contract, at 25% Discount
- * 40% Discount on our Export Mentoring Programme
- * Access of Export Financing from Commercial Bank
- * Export finance Presentation from a Commercial Bank
- * Training Manual
- * Certificate of participation
- * Tea Break & Lunch



VENUE:
3T IMPEX TRADE CENTER

ADDRESS:
11D, Bola Shadipe Street,
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Title: ABC of Export

Author: Bamidele Ayemibo

Duration: 35Mins

Price: N5,000:00

EXPORT MISCELLANEOUS

TRADE LEADS

EXPORT ORDERS

S/N	PRODUCT	SPECIFICATIONS	MINIMUM SHIPMENT
1.	Charcoal request from Dubai	Charcoal from Hardwood like Ayin, Size - 40-200mm, no sparkling wood and moisture -8% max	60 MT Per Month
2.	Sesame Seed request from Turkey	Seller to provide lab analysis and pictures	60 MT Per Month
3.	Cocoa request from Thailand	Seller to provide lab analysis and pictures	100 MT Per Month
4.	Cocoa Beans request from India	Seller to provide samples and pictures	100 MT Per Month
5.	Ginger request from Bangladesh	Seller to provide samples and pictures	40 MT Per Month
6.	Lead Ore request from China	Purity 30% Minimum	100 MT Per Month
7.	Pineapples request from Turkey	Seller to provide samples and pictures	60 MT Per Month

LOCAL ORDERS

S/N	PRODUCT	SPECIFICATIONS / PAYMENT	MONTHLY VOLUME
1	Lead Ore	Purity-50% Bank Guarantee	120 MT Per Month
2	Zinc Ore	Purity-35% Bank Guarantee	120 MT Per Month
3	Lead Oxide	Purity-30% Bank Guarantee	120 MT Per Month

COMMODITY PRICES (BLOOMBERG)

S/N	COMMODITY	PRICES	UNIT OF MEASUREMENT
1	Cocoa Beans	USD 2,155.00	Metric Tonnes (Mt)
2	Coffee	USD 150.00	Pounds (lb)
3	Cotton	USD 73.38	Pounds (lb)
4	Aluminium	USD 1,758.00	Bushel (Bu)
5	Copper	USD 5,714.00	Metric Tonnes (Mt)
6	Zinc	USD 2,700.00	Metric Tonnes (Mt)
7	Tin	USD 21,150.00	Metric Tonnes (Mt)

EXPORT TERMS USED IN INTERNATIONAL TRADE

.....CONTD FROM LAST ISSUE

EXPORT LICENSE/CERTIFICATE	A certificate issued by the Nigerian Export Promotion Council (NEPC). This is required for legal exportation of any product out of Nigeria.
IRREVOCABLE LETTER OF CREDIT	A letter of credit in which the specified payment is guaranteed by the bank if all terms and conditions are met by the drawee.
PHYTOSANITARY INSPECTION CERTIFICATE	A certificate, issued by the Nigeria Agricultural Quarantine Service, a department under the Ministry of Agriculture. This document is required for legal exportation of agricultural commodities out of Nigeria.
DEMURRAGE	Excess time taken for loading or unloading a vessel as a result of acts of a shipper. This charges are assessed by the shipping company.

TO BE CONTD IN NEXT ISSUE....

EXPORT PRO

Export Pro is a well researched self study export training material. This was put together by a seasoned trade professional, trainer and practitioner with about a decade experience in this sector of the economy.

Export Pro covers different aspects of Non-oil Export Business in Nigeria and it is designed to equip those that are NEW in this sector to become PROFESSIONALS in export trade.



Export Pro training pack contains:

1. Export Digest Series (6 DVDs)
2. Export Business Master Series (5 DVDs)
3. Mastering Letter of Credit (1 DVD)
4. Export Business Made Easy (a practical export book with an audio CD) Bonus (for employees)
5. Career Transition - From Paid Employment To Self Employment (1 DVD)

N50,000

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